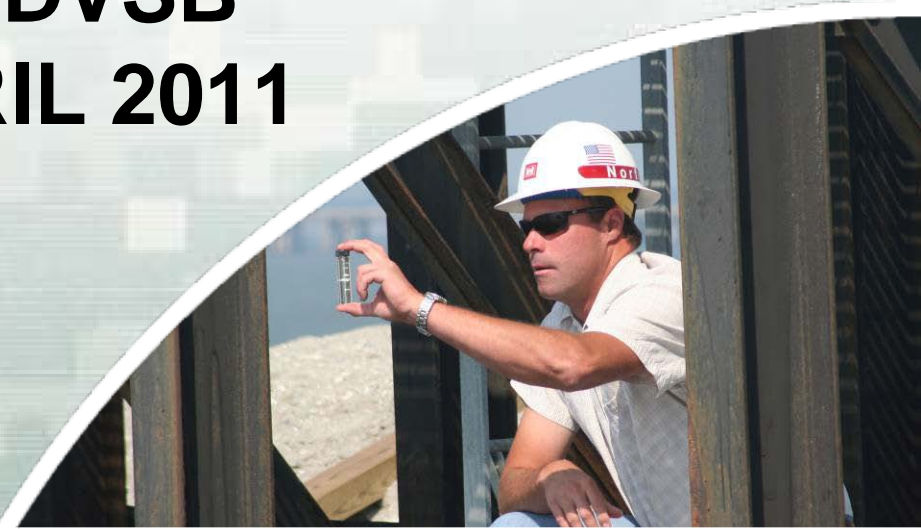


# USACE SDVSB PROGRAM UPDATE SAVANNAH DISTRICT SDVSB CONFERENCE – 27 APRIL 2011

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US Army Corps of Engineers  
**BUILDING STRONG®**



# **CORPS OF ENGINEERS**

## **SDV AWARDS FY 04 – FY 11 – MAR 31**

|                           | <b>Dollars</b> | <b>Percentages</b> |
|---------------------------|----------------|--------------------|
| <b>FY04</b>               | <b>58.3M</b>   | <b>.66%</b>        |
| <b>FY05</b>               | <b>111.7M</b>  | <b>1.01%</b>       |
| <b>FY06</b>               | <b>211.4M</b>  | <b>1.40%</b>       |
| <b>FY07</b>               | <b>216.7M</b>  | <b>1.42%</b>       |
| <b>FY08</b>               | <b>542.7M</b>  | <b>1.52%</b>       |
| <b>FY09</b>               | <b>756.3M</b>  | <b>2.82%</b>       |
| <b>FY10</b>               | <b>900.1M</b>  | <b>3.65%</b>       |
| <b>FY11</b>               | <b>210.1M</b>  | <b>4.85%</b>       |
| <b>04-11 =\$3 BILLION</b> |                |                    |



# CORPS OF ENGINEERS SDV AWARDS FY 08

| TOP 10 IN PERCENTAGES         |            |        |
|-------------------------------|------------|--------|
| 1                             | Norfolk    | 13.81% |
| 2                             | Detroit    | 9.20%  |
| 3                             | Omaha      | 8.54%  |
| 4                             | TEC        | 8.47%  |
| 5                             | Buffalo    | 5.49%  |
| 6                             | HEC        | 4.33%  |
| 7                             | Galveston  | 4.28%  |
| 8                             | Tulsa      | 3.95%  |
| 9                             | Alaska     | 3.52%  |
| 10                            | Sacramento | 3.30%  |
| > 3 OTHER OFFICES EXCEEDED 3% |            |        |



# CORPS OF ENGINEERS SDV AWARDS FY 09

| TOP 10 IN PERCENTAGES          |             |        |
|--------------------------------|-------------|--------|
| 1                              | Detroit     | 15.25% |
| 2                              | Chicago     | 13.19% |
| 3                              | Little Rock | 11.46% |
| 4                              | Omaha       | 10.78% |
| 5                              | Buffalo     | 8.92%  |
| 6                              | Los Angeles | 8.21%  |
| 7                              | Nashville   | 6.57%  |
| 8                              | New England | 5.31%  |
| 9                              | TEC         | 5.28%  |
| 10                             | Memphis     | 4.83%  |
| > 11 OTHER OFFICES EXCEEDED 3% |             |        |



# CORPS OF ENGINEERS

## SDV AWARDS FY 08

| TOP 10 IN DOLLARS                |            |        |
|----------------------------------|------------|--------|
| 1                                | Norfolk    | \$101M |
| 2                                | Omaha      | \$68M  |
| 3                                | Mobile     | \$37M  |
| 4                                | Savannah   | \$35M  |
| 5                                | Louisville | \$31M  |
| 6                                | TEC        | \$30M  |
| 7                                | Ft. Worth  | \$26M  |
| 8                                | Baltimore  | \$25M  |
| 9                                | Galveston  | \$20M  |
| 10                               | Seattle    | \$15M  |
| > 5 OTHER OFFICES EXCEEDED \$10M |            |        |



# CORPS OF ENGINEERS SDV AWARDS FY 09

| TOP 10 IN DOLLARS                 |             |        |
|-----------------------------------|-------------|--------|
| 1                                 | Omaha       | \$107M |
| 2                                 | Mobile      | \$77M  |
| 3                                 | Los Angeles | \$54M  |
| 4                                 | Norfolk     | \$42M  |
| 5                                 | Ft. Worth   | \$42M  |
| 6                                 | Savannah    | \$39M  |
| 7                                 | Louisville  | \$32M  |
| 8                                 | Little Rock | \$29M  |
| 9                                 | Huntsville  | \$25.M |
| 10                                | Nashville   | \$20M  |
| > 14 OTHER OFFICES EXCEEDED \$10M |             |        |



# CORPS OF ENGINEERS SDV AWARDS FY 10

| TOP 10 IN PERCENTAGES        |                |       |
|------------------------------|----------------|-------|
| 1                            | NORFOLK        | 15.2% |
| 2                            | TEC ALEXANDRIA | 10.9% |
| 3                            | DETRIOT        | 10.1% |
| 4                            | LOS ANGELES    | 9.5%  |
| 5                            | ST LOUIS       | 9.4%  |
| 6                            | SEATTLE        | 8.4%  |
| 7                            | ST PAUL        | 7.6%  |
| 8                            | ROCK ISLAND    | 6.9%  |
| 9                            | CHICAGO        | 6.8%  |
| 10                           | LOUISVILLE     | 6.5%  |
| > 12 OTHER OFFICES EXCEED 3% |                |       |



# CORPS OF ENGINEERS SDV AWARDS FY 10

| TOP 10 IN DOLLARS               |              |        |
|---------------------------------|--------------|--------|
| 1                               | NEW ORLEANS  | \$119M |
| 2                               | LOUISVILLE   | 75M    |
| 3                               | FORT WORTH   | 73M    |
| 4                               | LOS ANGELES  | 71M    |
| 5                               | MOBILE       | 63M    |
| 6                               | NORFOLK      | 61M    |
| 7                               | OMAHA        | 49M    |
| 8                               | SAVANNAH     | 47M    |
| 9                               | SEATTLE      | 41M    |
| 10                              | PHILADELPHIA | 26M    |
| > 21 OTHER OFFICES EXCEED \$10M |              |        |





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## *SDV SUCCESS STORIES*

- **DEBRIS REMOVAL – EASTERN US - \$200M – NEIE, INC.**
- **ASBESTOS ABATEMENT – FT DIX, NJ - \$2.3M – EDC, LLC.**
- **AE SERVICES – VARIOUS LOC – NAD - \$10M – EDC, INC.**
- **DREDGING – CALUMET HARBOR, IL - \$2.4M – GARNER ,LLC.**
- **ADMN SUPPORT – VAR LOC – NAD - \$500K – GROUP SEVEN**



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## *SDV SUCCESS STORIES*

- **CHEM SUPPLIES – WASH AQUEDUCT - \$152K – VETCORP**
- **DIGITAL SYSTEM SUPPORT – OVERSEAS - \$194K - AZIMUTH**
- **BASIC RESEARCH – VICKSBURG, MS - \$600K – BIEDENHARN**
- **OYSTER PLANTING – DELAWARE BAY - \$548K – ARGO SYST**
- **DINING FACILITY – FT SILL, OK - \$9.8M – VCI**



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## *SDV SUCCESS STORIES*

- DINING FACILITY – FT LEE, VA - \$6.8M – LEEBCOR
- DPW FACILITY – FT LEE, VA - \$4.6M – TRILICORPE INC
- DINING FACILITY – FT LEE, VA \$9.1M – IRONBRIDGE CONST
- MAGAZINE FACILITY – FT LEE, VA - \$3.1M – IRONBRIDGE
- LOG FACILITY – FT LEE, VA – \$10.1M -VET CONST MTG
- PARKING LOT – HAMPTON VA CTR - \$1.5M – MJL INC.



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## *SDV SUCCESS STORIES*

- **RENOV MIAMI VA CTR - \$9.2M – SDV CONST GROUP LLC**
- **RENOV MIAMI VA CTR ER - \$2.2M – SEAWOLF CONST CORP**
- **PUMP STATION REPRS – NEW ORLEANS - \$1.9M – D&V LLC**
- **SECURITY SERV – NEW ORLEANS DISTRICT - \$5.1M – L&R**
- **HEAVY EQUIP RENTAL – NEW ORLEANS - \$192K – NEIE**
- **REPLACE HVAC – JOHNSON CITY, TN - \$252K – SRS CONST**



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## *SDV SUCCESS STORIES*

- **COMMAND CENTER – AF ACADEMY, CO - \$4.7M – JBI CONST**
- **MECH UPGRADES – PETERSON AFB, CO - \$2.4M – JBI CONST**
- **WINDOW REPL – NAVAL AIR STAT – JAX - \$5.6M – J2 ENG**
- **GEN INSTR BLDG – FT BENNING, GA - \$4.1M – IRONBRIDGE**
- **MUNITION MAINT FAC – HOLLMAN AFB, NM - \$4.8M - R-CON  
CONST.**



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## *SDV SUCCESS STORIES*

- JANITORAL – PORTLAND DISTRICT - \$187K – **FULL CIRCLE PROPERTY MANAGEMENT**
- HEAVY CONSTRUCTION – NEW ORLEANS - \$17.2M – BENETECH LLC.
- SPILLWAY REPAIRS, NEW ORLEANS - \$634K – **LAMPLIGHTER CONST.**
- RENOV BLDG 2913, FT BLESS, TX - \$7.3M – VCI-KLCD LLC – ARRA
- CHILD DEV CTR – FT BELVIER, VA - \$10.8M – **VETCO** – ARRA



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## *SDV SUCCESS STORIES*

- TROOP STORE/BARBER SHOP – FT LEE - **\$1.5M** – **VETS CONST**
- ELECT UPGRADE – ABIQUIU DAM, NM - **\$1.5M** - SDV CONST
- CM SERVICES – PHIL DISTRICT - **\$15M** – **HOMELAND SECURITY**
- BLDG 661 – FT EUSTIS - **\$3.2M** – **EDGEWATER CONST**
- ENVIRONMENTAL REMEDIATION - OMAHA DISTRICT - **\$25M** – **LRS  
FEDERAL**



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## *SDV SUCCESS STORIES*

- CIVIL CONST IDIQ – MOBILE DISTRICT - **\$20M** – **RCI CONST**
- FORCE MAIN UPGRADE – LETTERKENNY ARMY DEPOT - **\$946K** –  
SENATE BUILDERS
- ACCESS ROAD – NATIONAL ARBORETUM, DC - **\$191K** – ENVIRO CONST
- ROOFING VARIOUS BLDGS – SALEM VA CENTER - **\$3.8M** - **THE  
TRADESMAN GROUP**
- ENVIROMENTAL SUPPORT – VAR NAD LOCATIONS - **\$10M** – **5 YEARS** -  
**INTESET TECHNOLOGIES**





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## *SDV SUCCESS STORIES*

- JANITOR CONTRACT – SACRAMENTO DISTRICT - **\$693K** – **MORALES ASSOC.**
- DINING FACILITY – FT LEWIS, WA – **\$12.3M** - VET INDUSTRIAL INC.
- WETLAND RESTOR - NORFOLK, VA - **\$795K** – **POLU KAI SERVICES**
- CLINIC UPGRADES - PROVIDENCE, RI - **\$3.5M** – LINCOLN CONST.
- DoDEA SCHOOL UPGRADES , FT STEWART, GA - **\$1.5M** – **BRYMAK INC**
- DoDEA SCHOOL UPGRADES, FT BRAGG, NC - **\$1.3M** – **BRYMAK INC**
- DREDGE MATERIAL AREAS, JACKSONVILLE-MIAMI – JACKSONVILLE DISTRICT - **\$2.8M** – BC PEABODY



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## *SDV SUCCESS STORIES*

- HVAC UPGRADES, LAB WI, - LOUISVILLE DISTRICT - \$9.1M – CBAY H&H
- LEVEE UPGRADES, NEW ORLEANS - **NEW ORLEANS DISTRICT** - \$4.9M – RCG ENTERPRISES
- RENOV BLDG 644, DOS, SC – **SAVANNAH DISTRICT** - \$6.7M – US&S INC.
- ARMY RESERVE CTR, PA - **LOUISVILLE DISTRICT** - \$8.1 – EAGLE ACN
- ARMY RESERVE CTR, NY - **LOUISVILLE DISTRICT** - \$13.2M – DIVERSE CONST.



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## *SDV SUCCESS STORIES*

### **IDIQ CONST CONTRACTS - \$100M – LOUISVILLE DISTRICT**

- CALVARY CONTRACTING
- SEMPER TEK
- NORTHVIEW ENTERPRISES
- POWELL'S DESIGN/ENG
- BAMKO, LLC



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## *SDV SUCCESS STORIES*

### **IDIQ CONST CONTRACTS - \$100M – NEW ORLEANS DISTRICT**

- BAILEY- CKY
- BLACKHAWK VENTURES
- DV & ASSOCIATES
- GARNER SERVICES
- INTEGRATED PRO SERVICES
- POWERS & PURNELL



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## *SDV SUCCESS STORIES*

**MATOCs - \$ 60M** - NORFOLK DISTRICT – DINING FAC – SE REGION US

- RCG/AKINS JV
- H-S JV, LLC
- CENTERRE GOVERNMENT CONTRACTING GROUP

**> H-S - \$10.3M** - DINING FACILITY – FT STEWART, GA



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## *SDV SUCCESS STORIES*

**MATOCs - \$ 50M - NORFOLK DISTRICT – BRAC**

- LEEBCOR
  - IRONBRIDGE
  - VETERANS CONSTRUCTION
- 
- DINING FAC - FT LEE – LEEBCOR - \$6.8M
  - DINING FAC - FT LEE – IRONBRIDGE - \$9.5M
  - LOG FAC – FT LEE – VET CONST MGT. - \$10.1M



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## *SDV SUCCESS STORIES*

**MATOCs - \$ 30M – FORT WORTH DISTRICT – SWD AOR**

- CHOCTAW-AMIGO JV
- VET ENTERPRISE TECH LLC
- NEWSTROM-DAVIS CONST.



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## *SDV SUCCESS STORIES*

**SATOC** - **\$200M** – MOBILE DISTRICT – SAD AOR

- AMES CORPORATION





# DHS

## *SDV SUCCESS STORIES*

RMACC - \$ 35M – CONSTRUCTION – NC & PA

- EDGEWATER CONSTRUCTION
  - IRONBRIDGE CONSTRUCTION
  - JOINT FORCES CONSTRUCTION
- 
- VIRGINIA BASED SDVs
  - POTENTIAL OVER \$100M IN AWARDS OVER NEXT 7 YEARS



# NAVY

## *SDV SUCCESS STORIES*

NAVY MATOCS - \$125M – 5 YEARS

- ALLEN & SHARRIFF
- CORTHIAN CONST
- GE SERVICES
- **ARRIBA CORP**



# COAST GUARD

## *SDV SUCCESS STORIES*

MATOCs - \$35M – 7 YEARS

- IRONBRIDGE CONST
- DWG & ASSOCIATES
- DAL CONST
- HAMMER-DELAWARE
- J2 ENGINEERING
- EDGEWATER CONST
- JOINT FORCES CONT
- H&H-DMS – JV
- SAMPSON CONTRACTING
- S.S.K, INC



# UPCOMING/CURRENT SDV OPPORTUNITIES

HANGER FACILITY, LANGLEY AFB, VA - \$7M-\$8M –  
**NORFOLK DISTRICT**

CONSTRUCTION MATOCS - **HONOLULU DISTRICT** - \$50M

ENVIRONMENTAL SUPPORT, **OMAHA DISTRICT**, \$400M+

AE IDIQ, ASHVILLE, NC - **VA** - \$2M

IDIQ MECH UPGRADES, HAMPTON, VA, - **VA** - \$5M

RENOV LINEN DEPT, HAMPTON, VA, - **VA** - \$1M-\$2M

HEATING SYSTEMS, SALEM, VA, - **VA** - \$200K-\$300K



# UPCOMING/CURRENT SDV OPPORTUNITIES

ENGINEERING SERVICES - **MOBILE DISTRICT** - \$9M

CONSTRUCTION IDIQ – **VA RICHMOND, VA** - \$10M

AE IDIQ – **VA HAMPTON, VA** - \$10M

RESERVE CTR, SAN MARCOS, TX – **FT WORTH DISTRICT** - \$7M

CEMETERY EXPANSION – **VA MASS** - \$18M

IMAGING CTR, VA CTR, OH - **LOUISVILLE DISTRICT** - \$8M

TREE REMOVAL, HAMPTON, VA – **VA HAMPTON** - \$20K



# UPCOMING/CURRENT SDV OPPORTUNITIES

MACCs (4-6) - **NAVFAC WASH DC** - \$15M

HVAC UPGRADES, BLDG 146, - **VA HAMPTON** - \$3M

INTERIOR UPGRADES, VA CTR, MD - **BALTIMORE DISTRICT** - \$500K

CONSTRUCTION IDIQ – **VA SALISBURY, NC** - \$4.5M

CONSTRUCTION IDIQ - **VA FAYETTESVILLE, NC** - \$4.5M

CONSTRUCTION IDIQ – **VA DURHAM, NC** - \$4.5M

CONSTRUCTION IDIQ - **VA SALEM, VA** - \$4.5M



# UPCOMING/CURRENT SDV OPPORTUNITIES

77 BED DOMICILE FACILITY – **VA WASH, DC** - \$5M-\$10M

RESEARCH LAB - LOS ANGELES VA - **LA DISTRICT** - \$5M-\$6M

CLINICAL LAB – LOS ANGELES VA - **LA DISTRICT** - \$6M-\$7M

DAM REPAIRS, ARKANSAS - **LITTLE ROCK DISTRICT** - \$2M-\$3M

EXTERIOR LIGHTING, - **VA ASHVILLE, NC** - \$250K-\$500K

HERBICIDE SERVICES - **VA CEMETERY RICHMOND, VA**



# UPCOMING/CURRENT SDV OPPORTUNITIES

FIRE STATION ADDITION, ABERDEEN PROVING  
GROUNDS, MD - **BALTIMORE DISTRICT** - \$1M-\$5M

RENOV BLDG 59, FT BRAGG, NC - **ACC** - \$25K-\$100K

REGISTRATION UNIT, RICHMOND VA - **VA** - \$2M-\$5M

VISN 22 – CONSTRUCTION MATOCS, SAN DIEGO VA MED  
CTR - **VA** - \$100M - (SOURCES SOUGHT)

NAVFAC – CONSTRUCTION MATOCS, DC AREA, - **NAVY** –  
\$50M - (SOURCES SOUGHT)





# UPCOMING/CURRENT SDV OPPORTUNITIES

REPLACE HOT WATER TANKS, FT BRAGG, NC - **ACC** -  
\$25K-\$100K

BUILDING RENOV, HAMPTON VA CTR, - **VA** - \$1M-\$2M

ENVIRO SERVICES, MARYLAND - **NATIONAL GUARD** – RFQ  
NO. W912K6-11-Q-1032

CONSTRUCTION SATOC – **KANSAS CITY DISTRICT** - \$25M



# TIPS FOR SUCCESS

- **CAPABILITY/PAST PERFORMANCE**
  - **FINANCIAL/BONDING**
- **CCR/VETBIZ CERTIFICATIONS**
  - **MARKETING/FBO**
- **WORKING KNOWLEDGE OF FAR**
  - **COSTS EFFECTIVENESS**



# TIPS FOR SUCCESS

- **INTEGRITY & HONESTY**
  - **SBA/PTAC**
- **FOCUS ON SPECIFIC BUSINESS LINE**
  - **TEAMING/JV/MP**
- **PROVIDE QUALITY PRODUCTS/SERVICES**
  - **PATIENCE & DETERMINATION**



# USACE

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# Questions/Comments?

